

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY TAIPEI

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E.O. 11652 N/A

TAGS; BEXP TW

SUBJECT: COOPERATOREXHIBITORS

REF: TAIPEI 1252

1. FOLLOWING RESPONSES KEYED TO QUESTIONS REFTEL

A. PROCUREMENT OF COOPERATORS IS THE SOLE RESPONSIBILITY OF THE TRADE CENTER DIRECTOR.

B. THE NUMBER OF COOPERATORS FOR A GIVEN EVENT IS NOT TO EXCEED 20 OF THE TARGETED NUMBER OF EXHIBITORS, WHICH WILL BE 18 FOR ALL SHOWS AT THE TRADE CENTER EXCEPT JEEP'S AND ANY EXHIBITIONS WHICH MAY BE PLANNED OFF-SITE.

C. TRADE CENTER SUPPORT WILL BE MINIMAL. THE COOPERATOR IS TO MOUNT HIS OWN PR CAMPAIGN, DELIVER AND SET UP HIS EQUIPMENT, AND TEAR DOWN AND REMOVE HIS EQUIPMENT FOLLOWING THE CLOSE OF THE EXHIBITION. IT WILL BE NECESSARY FOR THE TC DIRECTOR TO COORDINATE CLOSELY WITH THE COOPERATOR AS HE IS A BELLWETHER FOR THE TC EXHIBITION AND

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HIS PRESENCE MUST BE UTILIZED TO THE MAXIMUM .

D. ITEM C BASICALLY ANSWERS THIS QUESTION.
COOPERATORS WILL HAVE SEPARATE CONDITIONS OF
PARTICIPATION WHICH WE EXPECT TO HAVE AVAILABLE
IN ABOUT 30 DAYS.

E. THE EFFECTIVE DATE FOR PARTICIPATION OF COOPERATORS
IS JULY 1, 1975. THIS MEANS THE FIRST EVENT IN
WHICH COOPERATORS WILL PARTICIPATE WILL BE
COMPUTECH '75 IN AUGUST. IT IS IMPORTANT TO
IDENTIFY THE COOPERATORS FOR THIS EVENT AND OTHERS
THAT WILL FOLLOW AS EARLY AS POSSIBLE AS OUR
PROCUREMENT EFFORTS HERE WILL REFLECT THE
COOPERATORS TO THE NTM FIRMS WE ARE ALREADY
SOLICITING.

2. YOUR RECOMMENDATION PER REFTTEL PAR. 2 IS ACCEPTABLE
AND WE WILL PLAN ACCORDINGLY. INGERSOLL

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